# Sales rise 5.8% for light trucks; total is 351,450

Domestic retail light-truck sales climbed to 351,450 in February, 5.8 percent more than the 332,220 sold in February 1986.

The upsurge, following a fall-off in January, was fueled, of course, by wide-ranging sales incentives.

During the first two months of 1987, the industry retailed 627,539 light trucks, off from last year's 655,311 deliveries.

Ford, Chrysler, Nissan, Isuzu and Suzuki were all up from year-ago levels.

Suzuki had nearly a threefold increase in Samurai sales. Its Samurai is now outselling Mitsubishi's entire truck lineup.

Chrysler had a big spurt in sales, largely because of continuing gains by Dodge Dakota. Dakota outsold Dodge's full-sized pickups last month. Caravan/Voyager sales, however, continued to trail last year's total.

Ford turned in a strong performance, chalking up big gains for Bronco II and Aerostar. It also had increases across the full range of its truck lines.

Chevrolet is still awaiting the introduction of its new full-sized C/K pickups, which may push its sales up from last year when full production is reached.

## Coltrans and Jupiter sign joint agreement

KENOSHA, Wis. — Coltrans Systems, Brentwood, Tenn., the parent company of Howard Sober Inc., has entered into a joint agreement with Jupiter Transportation Co. here, parent company of Kenosha Auto Transport Corp.

Jupiter will take over the heavy- and medium-duty truck transport business formerly run by Sober. Coltrans will assume control of Kenosha Auto Transport.

### Light-Duty February, Year-to-Date Sales

| | February | | Year-to-Date | |
|---|---|---|---|---|
| | 1987 | 1986 | 1987 | 1986 |
| Vans | 13,717 | 11,792 | 24,127 | 23,987 |
| Aerostar | 11,788 | 8,240 | 20,276 | 16,400 |
| Club Wagon | 2,392 | 1,726 | 4,212 | 3,691 |
| Ranger | 25,632 | 21,729 | 45,308 | 44,565 |
| Bronco | 3,786 | 3,273 | 6,998 | 6,758 |
| Bronco II | 9,388 | 5,989 | 17,460 | 11,973 |
| Pickups | 41,442 | 40,051 | 70,374 | 80,136 |
| **Ford** | **108,135** | **92,800** | **188,755** | **187,510** |
| Vans | 7,139 | 9,161 | 12,975 | 17,385 |
| Sportsvan | 958 | 1,400 | 1,736 | 2,420 |
| Astro | 10,781 | 10,181 | 19,620 | 19,034 |
| S-10 | 21,194 | 17,626 | 34,714 | 33,675 |
| S-10 Blazer | 13,467 | 11,050 | 23,524 | 21,524 |
| El Camino | 1,011 | 2,026 | 1,932 | 4,491 |
| Blazer | 2,246 | 3,099 | 4,154 | 5,989 |
| Suburban | 3,631 | 3,974 | 6,717 | 7,250 |
| Pickups | 29,925 | 36,839 | 50,734 | 71,293 |
| **Chevrolet** | **90,352** | **95,356** | **156,106** | **182,898** |
| Vans | 4,522 | 3,850 | 8,737 | 7,802 |
| Ram Wagon | 2,472 | 2,293 | 4,745 | 4,340 |
| Voyager | 7,413 | 8,453 | 12,361 | 16,727 |
| Caravan | 8,654 | 8,898 | 14,272 | 17,755 |
| Mini Ram Van | 1,088 | 1,175 | 1,943 | 2,362 |
| Ram 50 | 5,700 | 6,364 | 10,531 | 12,293 |
| Raider | 1,375 | 0 | 2,314 | 0 |
| Ramcharger | 2,201 | 1,266 | 3,550 | 2,606 |
| Dakota | 7,966 | 0 | 14,299 | 0 |
| Pickups | 7,815 | 7,379 | 14,279 | 16,128 |
| **Chrysler** | **49,206** | **39,678** | **87,031** | **80,013** |
| Vans | 3,030 | 2,706 | 5,614 | 5,262 |
| Safari | 2,247 | 2,322 | 4,158 | 4,311 |
| S-15 | 4,290 | 4,243 | 7,392 | 7,960 |
| S-15 Jimmy | 3,165 | 2,742 | 5,689 | 5,402 |
| Jimmy | 583 | 645 | 1,162 | 1,217 |
| Caballero | 120 | 248 | 262 | 569 |
| Suburban | 1,245 | 1,327 | 2,389 | 2,617 |
| Pickups | 7,831 | 9,358 | 13,367 | 18,295 |
| P Model | 385 | 330 | 1,077 | 636 |
| W-4 | 91 | 90 | 205 | 151 |
| **GMC** | **22,987** | **24,011** | **41,315** | **46,420** |
| Wrangler/CJ | 2,057 | 3,297 | 3,963 | 7,361 |
| Wagoneer | 922 | 717 | 2,069 | 1,651 |
| Cherokee | 7,327 | 6,792 | 16,419 | 14,708 |
| Grand Wagoneer | 902 | 1,120 | 2,184 | 2,560 |
| Comanche | 3,171 | 2,896 | 6,069 | 5,714 |
| J-10/J-20 | 153 | 91 | 319 | 256 |
| **Jeep** | **14,532** | **14,913** | **31,023** | **32,250** |
| Toyota | 20,437 | 28,519 | 38,840 | 55,408 |
| Nissan | 18,914 | 15,615 | 34,808 | 30,404 |
| Mazda | 8,558 | 9,693 | 16,917 | 18,341 |
| Isuzu | 7,236 | 6,876 | 13,084 | 12,467 |
| Mitsubishi | 4,421 | 2,018 | 7,326 | 3,994 |
| Suzuki | 6,672 | 2,741 | 12,334 | 5,606 |
| **Imports** | **66,238** | **65,462** | **123,309** | **126,220** |
| **Industry Total** | **351,450** | **332,220** | **627,539** | **655,311** |

*Nissan includes domestically-built units in Tennessee

# SUCCESS: *Volvo White moves up the sales ladder in heavy trucks, tops Ford for 4th place*

By Joseph Bohn
AUTOMOTIVE NEWS STAFF REPORTER

GREENSBORO, N.C. — Volvo White officials surprised themselves last year by taking 10.1 percent of the heavy-duty truck market and edging out Ford for fourth place in the U.S. industry's ranking.

In 1985, Volvo had only 8.8 percent of the market and ranked seventh in the field of eight heavy-truck competitors.

Thage Berggren, company president, credited part of the company's success to the introduction of the Volvo WE5 and FE7 last year and sharp sales increases in White Xpeditor and Integral Sleeper models.

White Integral Sleepers accounted for nearly 3,500 of Volvo White's 13,200 factory sales last year — 3.1 percent of total industry Class 8 sales.

The company had its third straight year of profitability in 1986, attributable in large part to improved efficiency. Berggren noted that last year, Volvo's New River Valley, Va., plant increased production by two trucks a day without increasing the workforce. In addition, the plant had a stable workforce -- it lost only one of its 1,000 manufacturing employees last year.

Volvo White accounted for 30 percent of the Sweden-based Volvo Truck Corp.'s worldwide sales last year. Volvo's worldwide heavy-duty truck sales were an estimated 43,700, up from 41,300 in 1985.

Volvo is now a strong third behind Daimler-Benz/Freightliner and Renault/Mack in worldwide heavy-duty truck sales.

The Daimler group ranked first in the worldwide market with about 59,000 heavy-duty truck sales — 39,000 for Daimler and 20,000 for Freightliner.

The Renault Group ranked second with 47,000 sales — 28,000 for Mack and 19,000 for Renault.

Volvo Truck Corp. followed with 43,700 sales, and Navistar ranked fourth with 31,000.

Preliminary figures for AB Volvo's other operations indicated that auto sales increased 6 percent and the bus business was up 8 percent, Berggren added. The parent company earned more than $1.2 billion in 1986 on sales of nearly $13 billion.

Berggren said the financial position of the parent company indicates that it has the resources to back a number of future ventures.

He said Volvo Truck Corp. has invested an average of 6 percent of its annual sales in product development during the past 20 years and that will continue.

Volvo GM Heavy Truck Corp., which begins operation in January 1988, has the potential to sell 18,000 heavy-duty trucks annually in the United States. That figure is based on the combined total of GM's and Volvo's heavy-duty sales in 1986. The company, however, has no firm sales projection for 1988.

Berggren said a joint venture was the quickest and most cost-effective method for Volvo White, which is 100 percent focused on heavy-duty trucks, to increase market share.

He said that heavy-duty truck manufacturers must increase their economies of scale if they are to survive. Given the mature markets for heavy-duty trucks in the United States and elsewhere, that is difficult to do without a joint venture, Berggren added.

He said that customers in the United States are looking for a wider variety of models to meet varying needs and that Volvo GM Heavy Truck Corp. will be able to supply them.

A new model for the 1990s will cost 10 times more to develop than it did in 1975, Berggren said. Despite the cost, customers are demanding new models at shorter and shorter intervals.

All of which argues in favor of Volvo's joint venture with GM, he said.

# DDA says new diesel will have price edge

By Joseph Bohn
AUTOMOTIVE NEWS STAFF REPORTER

REDFORD, Mich. — Detroit Deere Corp. is introducing its new Series 60 diesel engine with prices 12 percent to 20 percent below those of competitive powerplants.

It is also shooting for 22 percent of the U.S. heavy-duty diesel market by 1992.

Its next major engine project, aimed for the early 1990s, is a new range of smaller powerplants for the off-road and light-to-medium-duty truck market.

The Series 60 engine, representing a $300 million investment, will be exported for use in Australian trucks later this year. It is also being evaluated for use in European trucks by two major truck manufacturers there.

The Series 60, the first production diesel with a fully integral electronic engine control system, is being offered by Freightliner, GMC, Kenworth, Peterbilt, Volvo and Western Star in the United States.

Meanwhile, Detroit Diesel Allison Division of General Motors and Deere & Co. are still putting together their $1.5 billion Detroit Deere Co. joint-venture firm.

DEDEC's formation will not be finalized until at least April 1 and possibly later, said Ludvik F. Koci, DEDEC chairman and chief executive officer.

"We told our employees that some of the things we're working on haven't been worked out yet," Koci said at a press conference here.

"The next target date is April 1 but there's nothing magic there. We're just continuing to work on some of the things that have to be settled. It's just very complicated."

Koci revealed that DEDEC is working on "smaller engines, every bit as dramatic as (the Series 60)" for the early 1990s.

"We don't know whether they will come to fruition or not," Koci added, noting that their primary target is the "off-road market and some truck applications in the light to small-medium truck" market.

"Those are just development programs, aimed for engines in the early '90s, if they come to pass. They'll be the next major project," he said.

Albin Kozel, manager of on-highway marketing for DDA, said DEDEC plans to get 20 percent of the North American heavy-truck market by 1990. Currently, DDA has about 5.5 percent of that market.

DEDEC expects to sell 3,000 to 3,400 Series 60 engines this year, 9,000 to 10,000 in 1988 and 18,000 to 19,000 in 1989.

The engine will be introduced in Australia in September by Western Star and Kenworth, Kozel added.

DEDEC is also talking with two European truck firms about its use there.

"I can't tell you who they are. We're not that far along," Kozel said. However, he pointed out that European-based Volvo and Freightliner are offering the engine in their U.S.-built trucks.

Freightliner, he added, has shipped engines to Europe for Daimler-Benz to examine.

Volvo, currently forming Volvo GM Heavy Truck Corp., is also a good prospect.

The Series 60's electronics carry a price premium which DEDEC has largely overcome by the efficiency of its engines' design (it has fewer parts than competitive powerplants) and its manufacturing/assembly operation, officials said.

They expect the electronics' price premium to fade as production volumes increase.

The engine was designed to meet 1988 emission standards, before they were pushed back to 1990.

Despite the electronics' expense, Kozel said, "if you went to the OEMs (truck manufacturers offering the engine) and asked to see their (published prices in the) data book, they would tell you the price of a Series 60 is probably between 12 percent and 20 percent less than any other engine you can buy."

Even with cut-rate prices, DEDEC will still be able to make a profit, Kozel said.

Aside from sheer production cost, company officials said the engine has so many benefits — reduced warranty costs, reduced maintenance and early warning of potentially costly repairs and downtime — that owners will reap a big bonanza in savings over the life of their vehicles.

# Big sales drive for Series 60

REDFORD, Mich. — DEDEC's new Series 60 engine will be offered in 11.1-liter and 12.7-liter displacements, with horsepower ranging from 250 to 400.

The engine will have 50-state certification, and it will be offered by Freightliner, GMC, Kenworth, Peterbilt, Volvo White and Western Star in a variety of heavy-truck models.

Company officials expect fuel economy to be 2 percent to 15 percent better than competitors' engines. Based on surveys, they also expect the engine to have 28 percent fewer failures and a 25 percent longer life than current competitive diesels.

The engine already meets 1988 emission standards and will meet 1991 standards without particulate traps, officials said.

The engine has a 2-year/unlimited-mileage warranty, covering 100 percent of parts and labor. As an introductory offer for the 1987 calendar year, buyers will receive an extension of that service coverage to 3 years at no charge.

Extended 5-year/500,000-mile, 100 percent parts and labor warranty coverage also can be purchased.

As part of its all-out marketing effort, DEDEC has been trying to get as many early production units as possible into customers' production-model trucks. It formed joint implementation teams with truck manufacturers to expedite engineering and installation of the engines.

It is also putting as much emphasis on after-sale service support as on pre-sale support.

The Series 60 is built in a 300,000-square-foot area of DEDEC's main plant in Detroit, using a sophisticated flexible manufacturing system.

SERVICE MANAGEMENT

# GE sees big market for recycled thermoplastics

By Arthur Flax
AUTOMOTIVE NEWS STAFF REPORTER

DETROIT — General Electric is developing processes to recycle thermoplastics from scrapped automobiles.

Herbert K. Hoedl, general manager of the GE Plastic Group's Transportation Marketing and Technology Department, said, "Because the automotive industry, more than any other industry at this time, stands to be the focal point for recyclable plastics, we recently launched a program on recyclability of automotive parts."

GE announced its plans to recycle thermoplastics at a press conference held in conjunction with the recent SAE convention.

GE plans to develop technology that will allow thermoplastics used in automobiles and packaging — both relatively short-term uses — to be recycled into construction materials. GE officials said thermoplastic materials also can be used in other industries.

Uwe S. Wascher, vice president and general manager of the Plastics Marketing Division of the GE Plastics Group, said, "Instead of being shipped to scrap metal dealers, discarded automobiles will be shipped to plastics converters. Since the value of old automobiles won't be tied to rusting metals, but to high performance, non-degradable thermoplastics, plastics conversion will become a new industry."

GE officials said plastics in industry will become as common as steel, paper and glass.

They said recycled thermoplastics retain much of their structural strength and are well suited for use in the construction industry. Recycling generally involves grinding up thermoplastic components and then remolding them.

GE is studying methods for recycling auto plastics, seen here on the front fascia

Wascher said engineering plastics can replace wood and metal in the construction industry.

He said, "We have an opportunity to make a dramatic improvement in productivity in an industry where little productivity exists. Using our expertise in computer-aided design and engineering, in processing and in materials technologies, we can design and build houses in the highly organized way automobiles are designed and manufactured."

Since mid-1986, Hoedl said, GE has been removing thermoplastic parts from cars in Detroit-area scrap yards and studying the feasibility of re-using them. The parts are sent to GE's Pittsfield, Mass., headquarters, categorized (there are types of thermoplastics), cleaned and tested.

Hoedl said, "The first results clearly indicate that even after six to 10 years of use on the road, the remaining properties of Noryl, Lexan and Valox (GE thermoplastics) are still above and beyond the virgin properties of most commodity plastics."

GE claims that its thermoplastic materials offer an advantage over the "thermoset" materials with which they compete in the auto industry.

Hoedl said, "By definition, a thermosetting material is non-recyclable. It takes a permanent set, chemically, and cannot be re-used. The thermoset part can only be disposed of, used as landfill or burned . . . However, a thermoplastic material is, by definition, recyclable because it undergoes a strictly physical change. There is no chemical change."

GE officials also claim their thermoplastic materials are compatible and can be combined in the recycling process.

Hoedl said, "With GE plastics, we can take a headlamp and a bumper or fascia, regrind them together and remold the combined materials into another part."

He added, "There are many ways to facilitate the creation of a vital new recycling industry in plastics. For example, parts can have molded-in bar codes, designating when and where the part was produced and out of what material. Bar-code readers can then assist in the reclamation and identification of automotive parts."

GE officials said 200 million pounds of engineering plastics were used in U.S. automobiles in 1985, and by the late 1990s there will be 10 million cars on the road with all-plastic bodies.

Thermoplastics, Hoedl said, will eventually be used for structural components in automobiles. He said GE is developing a fiber-reinforced thermoplastic called AZMET that can be used in structural automotive applications.

Wascher said, "Clearly, our planet's limited resources demand that recycling is both an economic and a social imperative. To some degree, suppliers of traditional materials such as glass, metals and paper have recognized this and have instituted comprehensive recycling systems."

He added, "Furthermore . . . traditional materials have always been degradable . . . they eventually returned to the natural cycle of things. But up until now, the plastics industry — the first industry to produce high-volume materials that are virtually non-degradable — has not made major efforts to recycle its materials."

Wascher said some people in the plastics industry have suggested that degradable plastics should be developed, but he said such materials would be wasteful.

He said, "Our developing those (degradable plastics) technologies will only insure that we continue to promote inefficiency and waste associated with using degradable materials. Engineering plastics are high performance not only because of their property characteristics, but because they do not decompose."

Also at the press conference, the GE Plastics Group announced it has formed a Plastics Transportation Engineering Center to provide plastics engineering and design services. The center is based at the company's Pittsfield headquarters and other facilities are located in Detroit; Louisville, Ky.; Schenectady, N.Y.; and 14 other sites around the world.

In addition, the company announced an alliance with Sherwin-Williams Co., calling for Sherwin-Williams' Chemical Coatings Division to handle the marketing and technical service for GE's silicone hardcoating (a clear coating commonly used in automotive lighting systems) technology.

GE said its silicone hardcoating technology has applications for automotive exterior uses as well as in optical and sporting goods markets.

# Shop business declines a bit for January

By Arthur Flax
AUTOMOTIVE NEWS STAFF REPORTER

Service and parts business at new-car dealerships took a dip as 1987 began, following a strong showing in the last month of 1986.

The Automotive News Service Index showed that shop business at dealerships fell 1.7 percent in January compared with January 1986.

Shop business in December 1986 was up 8.7 percent over the year-earlier month, and business for all of 1986 was up 5.3 percent over 1985.

A number of dealers tied their lagging service volume to slow new-car sales during January.

A Southern Oldsmobile dealer said, "New-car sales decreased. Therefore, pre-delivery, service and new-car adjustments slowed. Also, the number of customers returning for service decreased, reducing total gross."

A Western Chevrolet dealer said "Business was down from 1986, but still profitable."

He attributed the slowdown to a soft economy and "no new-car sales to keep warranty sales up."

A Northwest Dodge-BMW dealer whose service business decreased said, "The car business, including service and parts, almost dried up in January."

Among dealerships with service increases in January, a Northeast Chevrolet dealer said service business increased "due to increased sales in the later part of 1986."

**SERVICE INDEX**
**98.3***

| | January, '87 vs. January, '86 |
|---|---|
| Gross Profit on All Labor and P&A Sales | – 1.0% |
| Repair Orders Written | – 9.8% |
| Total Labor Sales (Customer & 'Warranty) | + 1.0% |
| Shop Parts Sales (Customer & Warranty) | – 0.7% |
| Sales of All P&A | + 1.8% |

*—Survey by Automotive News shows that dealers' service and parts business in January 1987, was 98.3 percent of business in January 1986.

A Midwest Ford dealer attributed an increase in service business to "seasonal warranty work."

A Northwest Oldsmobile dealer said his increase resulted from advertising, changes in the weather and an excellent service department.

Indicators during January were mixed.

Sales of parts and accessories (customer-paid and warranty) registered the biggest gain in January 1987, up 1.8 percent over January 1986. Total labor sales (customer-paid and warranty) gained 1.0 percent over the previous year.

Shop-parts sales (customer-paid and warranty) fell 0.7 percent in January 1987. Gross profit on all labor, parts and accessory sales dipped 1.0 percent. Repair orders written dropped 9.8 percent in January 1987. Repair orders often lag behind other indicators.

Parts and accessory sales to off-premises customers were up 3.7 percent in January.

# Warranty costs linked to quality

SHOP TALK

ARTHUR FLAX

Domestic auto manufacturers made much of their improved quality when introducing extended warranty policies recently. Those claims are not all smoke, according to a domestic industry source who studies such matters.

Warranty costs, the source said, are directly related to the manufacturing process — how well the car is put together.

However, the source admitted that domestic manufacturers still have to play catch up to the Japanese in quality.

The source said, "Toyota is generally believed to have the lowest warranty costs of all car manufacturers, and all of the Japanese are clustered together in terms of warranty costs. American and European cars are also clustered together, down a tier."

However, he noted, "If you look at a given car line, a lot depends on how the cars are driven. A Fiero, for example, might be driven a lot harder than a Monte Carlo and repair costs would reflect that."

## Dealer survey

Most dealers and service managers who participated in an informal Automotive News survey asking them to predict the effects of longer domestic warranties on shop business said the warranties would boost profits and add to customer satisfaction.

Although the jury is still out on the effect of the long warranties on service contracts, rustproofing and other dealer profit centers, dealers and shop managers are apparently looking forward to increased business.

Some dealers were concerned that warranty labor charges would be based on those in the manufacturers' flat-rate books — which are lower than those in the independently produced books on which most non-warranty repair labor prices are based. However, many said the longer warranties would allow them to make up for the lower labor rates in other areas.

An Eastern Chevrolet dealer said, "Business should increase due to customers having to return to the dealer for repairs under the extended warranty. This gives the service department the opportunity to look the vehicle over and sell more maintenance repairs."

A Midwest Cadillac dealer said the longer warranty "will tie the customer to the dealer service department for a longer period of time. It will switch the labor rate from customer to warranty, but the total of the two (rates) should be up."

A Southern Oldsmobile dealer predicted service business would increase as more customers return to the dealership rather than going to independent garages and service stations.

A Midwest Ford dealer said the longer warranties "will fill in some of the gaps from time to time and probably force us to hire new personnel to keep up.

On the other side of the coin, a Northeast Chevrolet dealer responded that service business "will decrease customer labor (as billing will be through the factory labor rate book) and, as a result, will mean decreased gross profit."

And a Western Chevrolet dealer said, "Unless the sale of new units goes up drastically, it will not have a great effect. It should tie the vehicle to dealer service, though.

## Chevy truck quality

Chevrolet and GMC have established a toll-free telephone number to monitor the quality and detect early problems with the new C/K pickup trucks. The number is intended only for use by dealers.

In a recent Chevrolet/GMC truck service bulletin, dealers were told, "Our goal is to uncover all problems, whether they are parts, assembly or engineering, and to produce a 'World Class' vehicle."

Dealers were encouraged to call the number "as early as your pre-delivery inspection to report any problem observed or experienced with this vehicle."

The bulletin also said, "The 800 number is intended to gather valu-

see SHOP TALK, page 22

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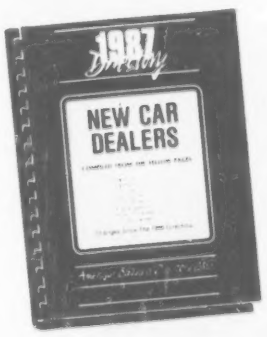


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## DOMESTIC DAYS' SUPPLIES

| | Mar. 1, 1987 | Feb. 1, 1987 | Mar. 1, 1986 |
|---|---|---|---|
| Alliance | 182 | 202 | 92 |
| Encore | 0 | 0 | 199 |
| Total Renault | 182 | 202 | 115 |
| Eagle | 117 | 96 | 138 |
| Total AMC | 117 | 96 | 138 |
| AMERICAN MTRS. | 173 | 186 | 117 |
| Horizon | 54 | 94 | 61 |
| Sundance | 95 | 101 | 0 |
| Turismo | 140 | 295 | 94 |
| Reliant | 70 | 115 | 54 |
| Caravelle | 80 | 130 | 104 |
| Plymouth | 160 | 154 | 53 |
| Total Plymouth | 87 | 119 | 67 |
| Laser | 78 | 186 | 279 |
| LeBaron K | 87 | 107 | 81 |
| LeBaron J | 78 | 106 | 0 |
| LeBaron GTS | 94 | 167 | 110 |
| Fifth Avenue | 121 | 133 | 116 |
| New Yorker | 93 | 223 | 125 |
| Total Chrysler | 92 | 147 | 113 |
| Omni | 78 | 96 | 65 |
| Shadow | 71 | 92 | 0 |
| Charger | 126 | 263 | 90 |
| Daytona | 84 | 192 | 175 |
| Aries | 61 | 109 | 67 |
| Lancer | 84 | 149 | 138 |
| Diplomat | 120 | 123 | 65 |
| Dodge 600 | 81 | 142 | 125 |
| Total Dodge | 78 | 123 | 93 |
| CHRYSLER MTRS. | 85 | 127 | 90 |
| EXP | 0 | 0 | 0 |
| Escort | 69 | 131 | 47 |
| Mustang | 35 | 78 | 88 |
| Tempo | 68 | 118 | 42 |
| Taurus | 84 | 80 | 41 |
| Thunderbird | 58 | 76 | 65 |
| LTD | 0 | 0 | 87 |
| Crown Victoria | 74 | 105 | 87 |
| Total Ford Division | 66 | 99 | 57 |
| Lynx | 91 | 153 | 58 |
| Topaz | 74 | 130 | 39 |
| Sable | 92 | 120 | 43 |
| Cougar | 93 | 103 | 56 |
| Capri | 0 | 0 | 155 |
| Marquis | 0 | 0 | 65 |
| Grand Marquis | 60 | 87 | 32 |
| Total Mercury | 81 | 113 | 61 |
| Continental | 54 | 71 | 80 |
| Lincoln | 49 | 62 | 55 |
| Mark VII | 78 | 80 | 69 |
| Total Lincoln | 54 | 66 | 60 |
| Total L-M Division | 75 | 99 | 61 |
| FORD MOTOR CO. | 68 | 99 | 58 |
| Skyhawk | 251 | 247 | 156 |
| Skylark | 0 | 0 | 0 |
| Somerset Regal | 146 | 199 | 66 |
| Century | 111 | 110 | 75 |
| Regal | 121 | 159 | 77 |
| LeSabre | 96 | 114 | 88 |
| Electra | 107 | 108 | 103 |
| Riviera | 67 | 63 | 101 |
| Total Buick | 118 | 130 | 86 |
| Cimarron | 183 | 165 | 105 |
| Allante | 184 | 0 | 0 |
| Seville | 66 | 54 | 98 |
| Cadillac | 91 | 104 | 48 |
| Eldorado | 120 | 55 | 86 |
| Total Cadillac | 94 | 93 | 56 |
| Chevette | 57 | 51 | 129 |
| Nova | 162 | 188 | 59 |
| Cavalier | 50 | 100 | 52 |
| Citation | 0 | 0 | 103 |
| Camaro | 73 | 146 | 142 |
| Celebrity | 68 | 94 | 65 |
| Corsica/Beretta | 276 | — | 0 |
| Monte Carlo | 162 | 153 | 135 |
| Chevrolet | 94 | 103 | 128 |
| Corvette | 117 | 135 | 157 |
| Total Chevrolet | 81 | 113 | 84 |
| Firenza | 278 | 184 | 166 |
| Calais | 83 | 107 | 125 |
| Cutlass Ciera | 87 | 81 | 54 |
| Cutlass Supreme | 89 | 131 | 59 |
| Olds 88 | 93 | 103 | 94 |
| Olds 98 | 148 | 139 | 39 |
| Toronado | 97 | 120 | 87 |
| Total Oldsmobile | 96 | 105 | 68 |
| Fiero | 130 | 200 | 128 |
| 1000 | 80 | 116 | 121 |
| Sunbird | 98 | 122 | 60 |
| Firebird | 96 | 142 | 120 |
| Grand Am | 51 | 48 | 43 |
| 6000 | 106 | 96 | 77 |
| Bonn./Gr. Prix | 148 | 222 | 72 |
| Grand Prix | 0 | 0 | 95 |
| Parisienne/Bonn. | 107 | 135 | 106 |
| Total Pontiac | 90 | 102 | 80 |
| GENERAL MTRS. | 92 | 110 | 78 |
| VOLKSWAGEN | 123 | 178 | 78 |
| HONDA | 6 | 7 | 11 |
| NISSAN | 85 | 92 | 23 |
| TOYOTA* | 101 | 130 | 0 |
| DOM. TOTAL | 81 | 105 | 73 |
| Subcompact | 72 | 102 | 65 |
| Compact | 68 | 117 | 72 |
| Intermediate | 90 | 103 | 72 |
| Standard | 89 | 108 | 100 |
| Luxury | 92 | 95 | 68 |

*Automotive News estimates.

# INVENTORIES

FROM PAGE 5

tomotive News analysis.

Stocks of imported cars on March 1 were the equivalent of a 58-day supply compared with a 62-day level a month earlier and a 37-day supply a year earlier.

Stocks of imported trucks on March 1 totaled 222,077 units, up from 206,132 on Feb.1 and 138,800 on March 1, 1986.

For comparison purposes, it is interesting to note that imported-truck inventories on March 1, 1985, were 87,383 units, or a 30-day supply, and on March 1, 1984, only 62,893 units, the equivalent of a 34-day supply.

The combined inventory of foreign-made cars and trucks amounted to a 62-day supply on March 1, compared with a 68-day supply as of Feb. 1 and a 39-day supply on March 1, 1986.

By companies, the March 1 domestic new-car inventories as a percent of the total were virtually unchanged from a month before and shaped up this way: General Motors, 57.02 percent; Ford Motor Co., 23.96 percent; Chrysler Motors, 14.80 percent; Nissan, 1.37 percent; Volkswagen, 1.05 percent; American Motors, 0.97 percent; Toyota, 0.47 percent; and Honda, 0.36 percent.

At the beginning of February, the inventory was divvied up like this: GM, 56.91 percent; Ford Motor, 23.79 percent; Chrysler, 15.03 percent; Nissan, 1.33 percent; Volkswagen, 1.12 percent; AMC, 1.00 percent; Toyota, 0.50 percent; and Honda, 0.32.

By size class, the March 1 domestic new-car stockpile consisted of 37.25 percent intermediates, 21.07 percent compacts, 19.83 percent subcompacts, 12.35 percent standard-size cars and 9.50 percent luxury cars.

Shares a month earlier were: Intermediates 35.26 percent, compacts 22.87 percent, subcompacts 19.98 percent, standards 12.19 and luxury 9.70 percent.

For imports, car inventories by nation of origin as a percent of the total looked this way as of March 1: Japan, 72.71 percent; West Germany, 17.79 percent; and others, 9.50 percent. A month before, it was Japan with 71.61 percent, West Germany with 17.00 percent and the others with 11.39 percent.

Days' supplies of imported trucks by maker stood this way on March 1 with the figure for Feb. 1 in parentheses: Chrysler 101 (126); Isuzu 93 (115); Nissan 86 (109); Mitsubishi 69 (78); Mazda 66 (70); Toyota 64 (67); Suzuki 22 (31).

## IMPORT DAYS' SUPPLIES

| | Mar. 1, 1987 | Feb. 1, 1987 | Mar. 1, 1986 |
|---|---|---|---|
| Spectrum | 143 | 130 | 193 |
| Sprint | 148 | 141 | 83 |
| Chevrolet | 145 | 134 | 138 |
| Chrysler Corp. | 109 | 131 | 71 |
| Acura | 41 | 54 | 0 |
| Honda | 15 | 8 | 8 |
| Isuzu | 176 | 157 | 51 |
| Mazda | 88 | 74 | 21 |
| Mitsubishi | 57 | 127 | 24 |
| Nissan | 61 | 76 | 39 |
| Subaru | 101 | 74 | 28 |
| Toyota | 30 | 35 | 8 |
| JAPAN | 61 | 65 | 30 |
| Audi | 272 | 256 | 90 |
| BMW | 54 | 54 | 40 |
| Mercedes-Benz | 25 | 32 | 20 |
| Merkur | 158 | 190 | 88 |
| Porsche | 80 | 81 | 65 |
| VW | 114 | 157 | 85 |
| GERMANY | 83 | 100 | 60 |
| Alfa Romeo | 41 | 50 | 61 |
| Hyundai | 22 | 29 | 0 |
| Jaguar | 27 | 43 | 16 |
| Peugeot | 92 | 69 | 63 |
| Renault | 0 | 0 | 275 |
| Saab | 48 | 47 | 54 |
| Sterling | 17 | 0 | 0 |
| Volvo | 42 | 28 | 56 |
| Yugo | 26 | 50 | 35 |
| Other Countries | 30 | 34 | 54 |
| Total Import Cars | 58 | 62 | 37 |
| Isuzu | 93 | 115 | 110 |
| Mazda | 66 | 70 | 30 |
| Mitsubishi | 69 | 78 | 78 |
| Nissan* | 86 | 109 | 62 |
| Suzuki | 22 | 31 | 0 |
| Toyota | 64 | 67 | 26 |
| Chrysler | 101 | 126 | 67 |
| Total Imp. Trucks | 73 | 85 | 48 |
| Total Imp. Vehicles | 62 | 68 | 39 |

*Includes domestic trucks.


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# New-model intro expenses cut Jaguar profits for '86

LONDON — Jaguar PLC reported revenues for the year ended Dec. 31, 1986, were up 11 percent from 1985 while after-tax profits declined because of new-car launch costs and other expenses.

The company's revenues totaled the equivalent of $1.2 billion, based on year-end exchange rates. After-tax profits amounted to $123 million, a 5 percent decline from 1985 profits. Pre-tax profits were $179 million, about the same as in 1985.

The company said 1986 results reflect $16 million in launch costs associated with the introduction of the new XJ6 sedan, increases in engineering expenditures and depreciation charges. The company also did not have any tax-loss carry-forwards remaining in 1986 so its tax bill increased 11 percent.

Vehicle production increased 7.63 percent to 41,437 cars from 38,500 in 1985. Sales to dealers and distributors rose 8.71 percent to 41,256 units in 1986 compared with 37,952 in 1985.

Sales of sedans rose 7 percent to 32,059 units. The new XJ6 sedan accounted for 2,610 sales in the final quarter of 1986. The XJ-S sports coupes recorded a 16 percent increase in sales to 9,008 units from 7,760 in 1985.

Jaguar again achieved record sales in the United States. U.S. sales were up 23.70 percent to 24,901 units compared with 20,130 during the prior year. Significant gains were also made in Canada, as sales increased 58 percent to 2,122.

## AUCTION DATES

### American Motors

March 17 — D-A Auto Auction, New Stanton, Pa., and Aptco Auto Auction, Taylor, Mich.

March 18 — Minneapolis Auto Auction, Plymouth, Minn., and Metro Milwaukee Auto Auction, Caledonia, Wis.

March 19 — Todd Auto Auction, Telford, Pa., and Evansville Auto Auction, Evansville, Ind.

March 24 — Statesville Auto Auction, Statesville, N.C.

March 25 — St. Louis Auto Auction, Bridgeton, Mo.; Columbus Fair Auto Auction, Columbus, Ohio; and Kansas City Auto Auction, Kansas City, Mo.

March 26 — D-A Auto Auction, New Stanton, Pa.; Corry Auto Auction, Corry, Pa.; and Evansville Auto Auction, Evansville, Ind.

March 31 — D-A Auto Auction, New Stanton, Pa.

### Chrysler Corp.

March 17 — American Auto Auction, Walpole, Mass.; Hatfield Auto Auction, Hatfield, Pa.; Arena Auto Auction, Chicago; Metro Auto Auction of Kansas City, Lee's Summit, Mo.; and Golden Gate Auto Auction, Fremont, Calif.

March 18 — Butler Auto Auction, Gibsonia, Pa.; Minneapolis Auto Auction, Plymouth, Minn.; and Southwest Auto Auction, Phoenix, Ariz.

March 19 — Northway Exchange, Clifton Park, N.Y.; Clanton's Auto Auction, Darlington, S.C.; and Indianapolis Auto Auction, Indianapolis

March 24 — Florida Auto Auction of Orlando, Ocoee, Fla.; Aptco Auto Auction, Taylor, Mich.; NuCarPrep System, Santa Fe Springs, Calif.; and Dallas Auto Auction, Grand Prairie, Texas

March 25 — Southern Auto Auction, Warehouse Point, Conn.; A.D.E. of Alabama, Boaz, Ala.; Columbus Fair Auto Auction, Obetz, Ohio; and South Seattle Auto Auction, Kent, Wash.

March 26 — Fredericksburg Auto Auction, Fredericksburg, Va.

March 27 — St. Louis Auto Auction, Bridgeton, Mo.

### Ford Motor Co.

March 18 — Lakeland Auto Auction, Lakeland, Fla., and Golden Gate Auto Auction, Fremont, Calif.

March 19 — Aptco Auto Auction, Taylor, Mich.; Denver Auto Auction, Englewood, Colo.; Skyline Auto Exchange, Fairfield, N.J.; and 166 Auto Auction, Springfield, Mo.

March 20 — Interstate Auto Auction, Mercer, Pa.

March 24 — South Seattle Auto Auction, Kent, Wash.

March 25 — Columbus Fair Auto Auction, Obetz, Ohio; Clanton's Auto Auction, Darlington, S.C.; and Southern California Auto Auction, Fontana, Calif.

March 26 — Baltimore-Washington Auto Exchange, Baltimore; Houston Predelivery Center, Houston; and St. Louis Auto Auction, Bridgeton, Mo.

### General Motors

March 17 — Southern Auto Auction, East Windsor, Conn.; Dallas Auto Auction, Dallas; and South Seattle Auto Auction, Kent, Wash.

March 18 — Atlanta Auto Auction, Red Oak, Ga.; Clanton's Auto Auction, Darlington, S.C.; and Omaha Auto Auction, Omaha, Neb.

March 19 — Arena Auto Auction, Chicago; Ohio Auto Auction, Columbus, Ohio; and St. Louis Auto Auction, Bridgeton, Mo.

March 24 — Harrisonburg Auto Auction, Harrisonburg, Va.

March 25 — Hatfield Auto Auction, Hatfield, Pa.; Indianapolis Auto Auction, Indianapolis; Metro Auto Auction of Kansas City, Kansas City, Mo.; Northstar Auto Auction, Shakopee, Minn.; and Golden Gate Auto Auction, Fremont, Calif.

March 26 — Butler Auto Auction, Gibsonia, Pa.; Aptco Auto Auction, Taylor, Mich.; Nashville Auto Auction, Nashville, Tenn.; and Southwest Auto Auction, Phoenix, Ariz.

### Used Car Sales
**Auction Averages**

| | |
|---|---|
| March to date | $5,747 |
| Month ago | $5,742 |
| Year ago | $4,825 |

### Model Breakdown
**Auction Averages**

| | MAR 1987 | FEB 1987 | JAN 1987 |
|---|---|---|---|
| 1987 .... | $13,261 | $13,406 | $13,158 |
| 1986 .... | $9,801 | $10,038 | $11,481 |
| 1985 .... | $7,345 | $7,382 | $7,054 |
| 1984 .... | $5,830 | $5,940 | $5,811 |
| 1983 .... | $4,801 | $4,843 | $4,995 |
| 1982 .... | $3,624 | $3,628 | $3,599 |
| 1981 .... | $2,612 | $2,537 | $2,614 |
| 1980 .... | $2,155 | $2,167 | $1,997 |
| Overall Average | $5,747 | $5,711 | $5,129 |

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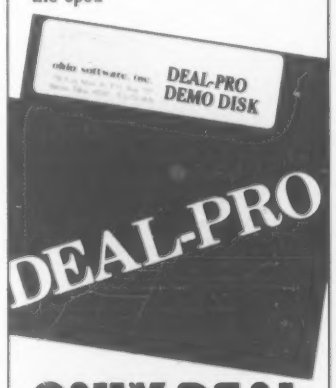


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# PRODUCTION

| U.S. CAR | Week Ended March 14, 1987 | Week Ended March 15, 1986 | Week Ended March 7, 1987 | March to Date | Jan. 1 to March 15, 1986 | Jan. 1 to March 14, 1987 |
|---|---|---|---|---|---|---|
| AMERICAN MOTORS | 800 | 2,069 | 775 | 1,575 | 10,711 | 7,669 |
| Renault Total | 800 | 2,069 | 775 | 1,575 | 10,711 | 7,669 |
| Alliance | 800 | 1,791 | 775 | 1,575 | 9,490 | 7,669 |
| Encore | 0 | 278 | 0 | 0 | 1,221 | 0 |
| CHRYSLER MOTORS | 17,700 | 28,119 | 23,192 | 40,892 | 312,409 | 253,026 |
| Plymouth Total | 5,700 | 8,915 | 7,979 | 13,679 | 87,528 | 95,269 |
| Horizon | 0 | 3,640 | 2,014 | 2,014 | 32,655 | 32,324 |
| Sundance | 2,200 | 0 | 2,242 | 4,442 | 0 | 22,765 |
| Reliant | 2,500 | 3,756 | 2,561 | 5,081 | 39,063 | 27,458 |
| Caravelle | 1,000 | [illegible] | 1,142 | 2,142 | 13,062 | 12,718 |
| Gran Fury | 0 | [illegible] | 0 | 0 | 2,748 | 4 |
| Chrysler Total | 6,200 | [illegible] | 7,119 | 13,319 | 112,236 | 61,986 |
| Laser | 0 | [illegible] | 0 | 0 | 10,998 | 0 |
| LeBaron K | 1,800 | 2,453 | 1,899 | 3,699 | 27,632 | 18,133 |
| LeBaron J | 1,100 | 0 | 1,806 | 2,906 | 0 | 16,068 |
| LeBaron GTS | 700 | 0 | 810 | 1,510 | 22,848 | 8,275 |
| New Yorker/E-Class | 1,700 | 1,530 | 1,887 | 3,587 | 15,910 | 17,358 |
| Fifth Avenue | 900 | 3,245 | 717 | 1,617 | 34,848 | 2,132 |
| Dodge Total | 5,800 | 10,851 | 8,094 | 13,894 | 112,645 | 95,791 |
| Daytona | 600 | 1,033 | 898 | 1,498 | 10,402 | 8,128 |
| Omni | 0 | 3,666 | 1,770 | 1,770 | 33,251 | 27,744 |
| Shadow | 1,800 | 0 | 1,881 | 3,681 | 0 | 20,400 |
| Aries | 2,000 | 3,389 | 2,053 | 4,053 | 28,291 | 23,173 |
| Dodge 600 | 900 | 1,863 | 990 | 1,890 | 17,531 | 10,547 |
| Lancer | 500 | 0 | 502 | 1,002 | 17,542 | 5,795 |
| Diplomat | 0 | 900 | 0 | 0 | 5,628 | 4 |
| FORD MOTOR | 44,389 | 38,351 | 43,643 | 88,032 | 375,111 | 432,610 |
| Ford Division | 31,030 | 26,643 | 31,086 | 62,116 | 255,669 | 297,053 |
| Escort | 8,338 | 8,254 | 8,402 | 16,740 | 84,818 | 76,848 |
| Mustang | 4,602 | 4,115 | 5,155 | 9,757 | 43,006 | 46,738 |
| Tempo | 4,267 | 4,261 | 4,410 | 8,677 | 44,811 | 41,463 |
| Taurus | 9,835 | 6,314 | 9,700 | 19,535 | 45,326 | 101,416 |
| Thunderbird | 3,988 | 3,699 | 3,419 | 7,407 | 37,908 | 30,588 |
| L-M Division | 13,359 | 11,708 | 12,557 | 25,916 | 119,442 | 135,557 |
| Mercury Total | 9,259 | 8,024 | 8,480 | 17,739 | 79,666 | 97,410 |
| Lynx | 1,064 | 1,182 | 1,075 | 2,139 | 14,566 | 13,157 |
| Capri | 0 | 293 | 0 | 0 | 3,716 | 0 |
| Topaz | 1,210 | 1,169 | 1,097 | 2,307 | 14,346 | 12,941 |
| Cougar | 3,960 | 2,471 | 3,381 | 7,341 | 25,104 | 40,318 |
| Sable | 3,025 | 2,909 | 2,927 | 5,952 | 21,934 | 30,994 |
| Lincoln Total | 4,100 | 3,684 | 4,077 | 8,177 | 39,776 | 38,147 |
| Continental | 415 | 408 | 408 | 823 | 4,561 | 3,825 |
| Lincoln | 3,075 | 2,763 | 3,059 | 6,134 | 29,841 | 28,608 |
| Mark VII | 610 | 513 | 610 | 1,220 | 5,374 | 5,714 |
| GENERAL MOTORS | 88,668 | 93,333 | 90,214 | 179,082 | 1,009,870 | 826,330 |
| Buick Total | 12,986 | 15,238 | 13,062 | 26,048 | 159,165 | 135,867 |
| Skyhawk | 901 | 1,844 | 881 | 1,782 | 18,779 | 9,901 |
| Century | 4,430 | 4,962 | 4,632 | 9,062 | 52,346 | 43,264 |
| Regal | 855 | 1,455 | 999 | 1,854 | 9,441 | 9,903 |
| Somerset/Skylark | 2,045 | 2,162 | 1,956 | 4,001 | 20,273 | 19,033 |
| LeSabre (fwd) | 2,030 | 2,488 | 1,371 | 3,401 | 21,273 | 21,127 |
| LeSabre/Electra (rwd) | 344 | 364 | 283 | 627 | 2,769 | 4,639 |
| Electra (fwd) | 2,381 | 1,490 | 2,464 | 4,845 | 29,899 | 22,769 |
| Riviera | 0 | 453 | 476 | 476 | 4,385 | 5,231 |
| Cadillac Total | 6,841 | 6,812 | 7,660 | 14,501 | 54,987 | 72,621 |
| Cimarron | 456 | 729 | 422 | 878 | 5,103 | 4,617 |
| Allante | 45 | 0 | 55 | 100 | 0 | 471 |
| Brougham (rwd) | 2,340 | 2,036 | 2,210 | 4,550 | 16,756 | 19,808 |
| DeVille (fwd) | 4,000 | 3,225 | 4,068 | 8,068 | 35,171 | 37,717 |
| Eldorado | 0 | 480 | 437 | 437 | 4,510 | 3,558 |
| Seville | 0 | 342 | 468 | 468 | 3,447 | 6,450 |
| Chevrolet Total | 35,511 | 30,836 | 34,749 | 70,260 | 337,265 | 302,202 |
| Chevette | 0 | 2,407 | 0 | 0 | 26,610 | 0 |
| Camaro | 4,394 | 4,888 | 1,115 | 5,509 | 51,732 | 21,243 |
| Cavalier | 8,138 | 8,526 | 8,070 | 16,208 | 97,153 | 76,114 |
| Celebrity | 8,709 | 7,647 | 8,840 | 17,549 | 67,748 | 82,631 |
| Corsica/Beretta | 6,176 | 0 | 7,558 | 13,736 | 0 | 54,584 |
| Monte Carlo | 2,184 | 2,664 | 2,493 | 4,677 | 26,894 | 14,646 |
| Chevrolet | 5,268 | 3,900 | 6,033 | 11,301 | 52,525 | 46,543 |
| Corvette | 640 | 804 | 640 | 1,280 | 4,804 | 6,441 |
| Oldsmobile Total | 17,448 | 23,279 | 17,996 | 35,444 | 256,173 | 160,833 |
| Firenza | 306 | 1,377 | 279 | 585 | 11,218 | 4,708 |
| Calais | 2,755 | 2,765 | 2,639 | 5,394 | 32,968 | 26,123 |
| Cutlass Ciera | 3,590 | 5,114 | 3,756 | 7,346 | 67,000 | 42,597 |
| Cutlass Supreme | 2,599 | 4,249 | 2,142 | 4,741 | 47,170 | 10,903 |
| 88 (fwd) | 5,483 | 6,276 | 6,199 | 11,682 | 60,883 | 49,221 |
| 88 (rwd) | 404 | 459 | 369 | 773 | 5,445 | 4,113 |
| Olds 98 | 2,311 | 2,698 | 2,262 | 4,573 | 30,370 | 19,367 |
| Toronado | 0 | 341 | 350 | 350 | 3,119 | 3,801 |
| Pontiac Total | 16,082 | 17,168 | 16,747 | 32,829 | 190,279 | 154,807 |
| Acadian* | 0 | 385 | 0 | 0 | 3,217 | 0 |
| Fiero | 1,175 | 1,576 | 1,171 | 2,346 | 17,168 | 7,644 |
| 1000 | 0 | 945 | 0 | 0 | 8,286 | 0 |
| Firebird | 2,343 | 2,655 | 1,055 | 3,398 | 28,203 | 16,746 |
| 2000 Sunbird | 3,005 | 3,083 | 2,964 | 5,969 | 31,033 | 25,211 |
| Grand Am | 3,876 | 4,807 | 5,760 | 9,636 | 46,844 | 53,035 |
| 6000 | 2,210 | 3,717 | 2,290 | 4,490 | 35,119 | 17,823 |
| Bonneville | 3,158 | 0 | 3,150 | 6,308 | 0 | 31,758 |
| Safari/Parisienne | 315 | 0 | 357 | 682 | 20,409 | 2,590 |
| HONDA | 7,315 | 3,505 | 6,707 | 14,022 | 38,351 | 70,206 |
| Civic | 1,845 | 0 | 1,998 | 3,843 | 0 | 26,968 |
| Accord | 5,470 | 3,505 | 4,709 | 10,179 | 38,351 | 43,238 |
| NISSAN | 2,920 | 1,741 | 2,968 | 5,888 | 19,598 | 29,180 |
| NUMMI | 4,000 | 3,250 | 4,067 | 8,067 | 27,730 | 40,687 |
| Corolla | 3,250 | 0 | 824 | 4,074 | 0 | 10,751 |
| Nova | 750 | 3,250 | 3,243 | 3,993 | 27,730 | 29,936 |
| VOLKSWAGEN | 1,950 | 1,980 | 2,030 | 3,980 | 18,383 | 15,925 |
| Golf/GTI | 1,750 | 1,980 | 1,780 | 3,530 | 18,383 | 13,975 |
| Jetta | 200 | 0 | 250 | 450 | 0 | 1,950 |
| Total Cars, U.S. | 167,942 | 172,348 | 173,596 | 341,538 | 1,812,163 | 1,675,633 |
| Total Cars, Canada | 17,820 | 24,217 | 17,485 | 35,305 | 226,280 | 189,064 |
| N. American Cars | 185,762 | 196,565 | 191,081 | 376,843 | 2,038,443 | 1,864,697 |
| N. American Trucks | 97,740 | 96,039 | 98,217 | 195,957 | 944,399 | 946,948 |
| North American Cars and Trucks | 283,502 | 292,604 | 289,298 | 572,800 | 2,982,842 | 2,811,645 |

*—All Acadians are built for sale in Canada.
Monthly estimates may contain error of one or two units due to rounding.

# Week's car production falls 3%

By Kathy Barbaglia
AUTOMOTIVE NEWS STAFF REPORTER

Last week's targeted domestic auto production of 167,942 was 3.26 percent below the previous week's 173,596 and 2.56 percent below the year-ago week's 172,348.

So far this year, 1,675,633 cars have been built, 7.53 percent below the 1,812,163 completed last year at this point.

Last week's scheduled output was split this way: General Motors, 52.91 percent; Ford Motor Co., 26.43 percent; Chrysler Motors, 10.54 percent; Honda of America Manufacturing Inc., 4.36 percent; New United Motor Manufacturing Inc., 2.38 percent; Nissan Motor Manufacturing Co., U.S.A., 1.74 percent; Volkswagen of America, 1.16 percent; and American Motors, 0.48 percent.

GM's Arlington, Texas, plant is idle this week (March 16) for inventory adjustment, affecting 2,000 workers. The plant is scheduled to resume production March 30.

The GM Detroit-Hamtramck plant resumed output today (March 16). The plant was down last week for inventory adjustment.

GM's Norwood, Ohio, plant remains idle this week due to a material shortage. The plant is expected to resume production March 23.

Ford slated Saturday (March 14) overtime at its Lorain, Ohio, plant. All Ford car plants are scheduled for daily overtime this week.

Chrysler's Newark, Del.; Sterling Heights, Mich.; and Detroit plants were slated for Saturday overtime.

The same plants are scheduled for daily overtime this week.

# Saab reports 10th year of increasing profitability

LINKOPING, Sweden — Saab-Scania AB reported its 10th consecutive year of increased sales and earnings.

Sales increased 11 percent in 1986 to the equivalent of $4.9 billion, based on average exchange rates during 1986. Pre-tax income was up 15 percent at $463 million.

Saab-Scania sales outside Sweden increased 15 percent to $3.3 billion, accounting for 66 percent of the company's total sales.

Saab car sales rose 17 percent to $2.0 billion, despite considerably lower U.S. dollar exchange rates. Income on car sales amounted to $132 million.

Saab sales increased 16 percent to 126,988 units, of which 77 percent were delivered outside Sweden. It was Saab's highest-ever volume.

Car sales increased in all major markets, but the United States remained the single largest market for Saab cars in 1986 with a total of 47,414 sales.

Scania sales climbed 12 percent to $2.1 billion while pre-tax income rose 29 percent to $333 million. Scania delivered 28,421 trucks and buses, up 10 percent from 1985, its highest number in history. Sales outside Sweden accounted for 91 percent of total sales.

The Scania share of the western European truck market remained at 13 percent while market shares in many other markets, including Argentina and Australia, increased.

Booked orders for Scania increased 19 percent and include an order for more than 1,700 all-wheel-drive trucks for the Norwegian Armed Forces and for 600 cross-country trucks for the Indian Army. The order backlog at year-end was 45 percent higher than at year-end 1985.

Saab aircraft sales totaled $460 million in 1986. The Combitech group had lower sales of $182 million, and the Enertech group had sales of $177 million, a 15 percent decline.

For 1986, Saab-Scania's capital expenditures amounted to $337 million, 87 percent of which was invested in Sweden. Research and development costs reached $366 million, about 7 percent of sales. The company had 48,980 employees at year-end.

Saab-Scania also announced that the German auto publication Auto Motor Und Sport, has named the Saab 9000 Turbo the Best Imported Car of 1987 in the upper-medium price class. For the previous six years, the Saab 900 Turbo had won the award.

| CANADIAN CAR | Week Ended March 14, 1987 | Week Ended March 15, 1986 | Week Ended March 7, 1987 | March to Date | Jan. 1 to March 15, 1986 | Jan. 1 to March 14, 1987 |
|---|---|---|---|---|---|---|
| AMERICAN MOTORS | 150 | 74 | 160 | 310 | 1,346 | 1,536 |
| FORD MOTOR | 11,645 | 11,356 | 11,400 | 23,045 | 116,140 | 111,875 |
| GENERAL MOTORS | 5,600 | 12,562 | 5,523 | 11,123 | 106,528 | 72,086 |
| HONDA | 200 | 0 | 177 | 377 | 0 | 1,317 |
| VOLVO | 225 | 225 | 225 | 450 | 2,266 | 2,250 |
| Total Cars, Canada | 17,820 | 24,217 | 17,485 | 35,305 | 226,280 | 189,064 |

| U.S. TRUCK☆ | Week Ended March 14, 1987 | Week Ended March 15, 1986 | Week Ended March 7, 1987 | March to Date | Jan. 1 to March 15, 1986 | Jan. 1 to March 14, 1987 |
|---|---|---|---|---|---|---|
| CHEVROLET | 23,306 | 26,998 | 23,461 | 46,767 | 258,792 | 225,650 |
| DODGE | 5,200 | 0 | 5,431 | 10,631 | 0 | 49,693 |
| FORD | 33,071 | 30,895 | 33,561 | 66,632 | 308,936 | 326,519 |
| GMC | 8,015 | 7,665 | 7,705 | 15,720 | 77,637 | 77,657 |
| NAVISTAR | 1,612 | 1,605 | 1,595 | 3,207 | 15,519 | 15,547 |
| JEEP | 4,500 | 4,314 | 4,531 | 9,031 | 47,506 | 44,942 |
| NISSAN | 1,730 | 2,132 | 1,790 | 3,520 | 14,262 | 17,198 |
| AM GENERAL* | 50 | 50 | 50 | 100 | 522 | 500 |
| MISCELLANEOUS* | 2,300 | 2,400 | 2,300 | 4,600 | 23,800 | 23,000 |
| Total Trucks, U.S. | 79,784 | 76,059 | 80,424 | 160,208 | 746,974 | 780,706 |

| CANADIAN TRUCK | Week Ended March 14, 1987 | Week Ended March 15, 1986 | Week Ended March 7, 1987 | March to Date | Jan. 1 to March 15, 1986 | Jan. 1 to March 14, 1987 |
|---|---|---|---|---|---|---|
| AMERICAN MOTORS | 625 | 557 | 646 | 1,271 | 925 | 6,301 |
| CHRYSLER | 8,494 | 9,412 | 9,103 | 17,597 | 94,336 | 88,606 |
| FORD | 3,648 | 3,595 | 3,064 | 6,712 | 36,505 | 33,164 |
| GENERAL MOTORS | 4,989 | 6,204 | 4,784 | 9,773 | 63,734 | 36,187 |
| NAVISTAR | 200 | 212 | 196 | 396 | 1,925 | 1,984 |
| Total Trucks, Canada | 17,956 | 19,980 | 17,793 | 35,749 | 197,425 | 166,242 |
| N. American Trucks | 97,740 | 96,039 | 98,217 | 195,957 | 852,667 | 946,948 |

☆—Includes window van production. *—Estimated
Jeep includes commercial only. AM General includes government-destined vehicles.
Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz, etc.
Monthly estimates may contain error of one or two units due to rounding.

# Trucks top car output in Canada

Last week's scheduled Canadian auto production totaled 17,820, 1.92 percent more than the previous week's 17,485 but 26.42 percent below the year-ago week's 24,217.

So far this year, 189,064 cars have been assembled, 16.45 percent less than the 226,280 completed last year at this point.

Truckmakers' estimated output of 17,956 units last week was slightly higher (0.92 percent) than the prior week's 17,793 but was 10.13 percent below the year-ago week's 19,980.

Year-to-date, 166,242 trucks have been built, 15.79 percent below the 197,425 assembled last year at this time.

# Truck build holds steady

Domestic truckmakers' scheduled production of 79,784 units last week, 0.80 percent below the previous week's 80,424 but 4.90 percent above the year-ago week's 76,059.

Holding a lead over 1986, truckmakers' year-to-date total of 780,706 units is 4.52 percent more than the 746,974 completed last year at this time.

Saturday (March 14) overtime was scheduled at Ford Motor Co.'s Twin Cities, Minn.; and Norfolk, Va., plants.

All Ford truck plants are slated for daily overtime this week (March 16).

Chrysler Motors' Warren, Mich., plant is scheduled for daily overtime this week.

# First Festivas arrive in U.S.

SAN FRANCISCO — The first shipment of 300 Korean-built Ford Festiva subcompact cars arrived in late February at the Port of Benecia.

The 1988 Festiva is a Mazda design and is built for Ford by South Korea's Kia Motors. It will go on sale in May at dealerships in California, Washington, Oregon, Alaska and Hawaii.

Following West Coast introduction, Festiva will go on sale in the Northeast in June, the Southeast in July and the rest of the United States by fall.